

Message Text

UNCLASSIFIED

PAGE 01 ATHENS 04006 031056Z
ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 XMB-04 /024 W
-----031129Z 107449 /22

R 030845Z MAY 77
FM AMEMBASSY ATHENS
TO SECSTATE WASHDC 323
INFO AMCONSUL ISTANBUL
AMEMBASSY ANKARA
USDOC/WASHDC

UNCLAS ATHENS 4006

USDOC FOR WALSER (ROOM 6051) FROM SHELTON

PASS EXIMBANK

E.O. 11652: N/A
TAGS: BEXP, GR
SUBJECT: MINING EQUIPMENT TRADE MISSION, ATHENS, GREECE
APRIL 27-30, 1977

1. TRADE MISSION CONCLUDED ATHENS APRIL 30 DEPARTED FOR ISTANBUL
MAY 1 AS SCHEDULED WITH EXCEPTION GOLDER ASSOCIATES WHO LEFT
MISSION APRIL 30 DUE BUSINESS EMERGENCY BUT REJOINING MISSION
AT ANKARA MAY 4.

2. MISSION PARTICIPANTS REPORT OBJECTIVES ATHENS WERE MET.
COMMENDED ORGANIZATION AND OPERATIONS WHICH INCLUDED APPROXIMATELY
150 BUSINESS INTERVIEWS, JOINT TRADE ASSOCIATION MEETINGS,
RECEPTIONS AND FIELD TRIP TO MINING SITE IN PAGONDA MOUNTAINS ISLAND

OF EUBOEIA WHERE MUCH AMERICAN EQUIPMENT IN USE.

3. ACTUAL SALE \$100,000.00 CONCLUDED BY ONE PARTICIPANT.
PROJECTD SALES \$5,035,000.00 REPORTED BY ALL PARTICIPANTS
WHO EXPRESSED OPINION MISSION OF GREAT VALUE FOR ON SITE MARKET
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EVALUATION, FUTURE PLANNING AND NEW BUSINESS PROSPECTS, PROVIDING
"UNIQUE OPPORTUNITY TO MEET TOP LOCAL PEOPLE WHICH WE OTHERWISE
WOULD HAVE PROBLEMS TO APPROACH."

4. CONSENSUS MISSION PARTICIPANTS THAT LIQUIDITY AND CREDIT
FACILITATION GREAT BARRIER IN ACHIEVING LARGER AND MORE IMMEDIATE
SALES SUGGESTING THAT AMERICAN BANKS AS WELL AS U.S. EXIM BANK

SHOULD PURSUE MORE ACTIVE AND FLEXIBLE PROGRAMS IN GREECE

5. AS EVIDENCED BY EXTENSIVE MEDIA COVERAGE T.V., PERIODICALS, LOCAL AND INTERNATIONAL NEWSPAPERS MUCH INTEREST EXPRESSED IN MISSION WHICH WAS WELL RECEIVED IN ATHENS. EMBASSY OFFICERS AND STAFF ARE TO BE COMMENDED FOR EXCELLENT PLANNING, ORGANIZATION AND COOPERATION IN STAGING SUCCESSFUL MISSION IN ATHENS.

6. ANTICIPATE SURPLUS ATHENS BUDGET \$300 - \$400.00.
KUBISCH

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NNN

Message Attributes

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